

Message Text

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ACTION EUR-12

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E.O. 11652: N/A
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SUBJ: ITT RAYONIER SEMINAR ON WOOD PULP

REF: MOSCOW 3199, USDOC 04862

1. PLANNING FOR ITT RAYONIER TECHNICAL SEMINAR IN MOSCOW
(MAY 18) PROCEEDING WELL AND WE HAVE KEPT ITT RAYONIER
INFORMED DIRECTLY BY TELEX. NEVERTHELESS, THERE STILL APPEARS
TO BE SOME MISUNDERSTANDING BETWEEN ITT RAYONIER AND SOVIET
SPONSORS -- MINISTRY OF PULP AND PAPER INDUSTRY -- WHICH WE
WOULD LIKE TO TRY TO RESOLVE WITH BEWT'S ASSISTANCE.

2. AS REPORTED TO ITT RAYONIER'S CAMPBELL, MOST RECENTLY IN
OUR TELEX DATED APRIL 1, MINISTRY OF PULP AND APAPER INDUSTRY
HAS AGREED TO COORDINATE INVITATIONS NOT ONLY TO ITS OWN
INSTITUTES AND INDUSTRIAL ENTERPRISES, BUT ALSO TO THOSE OF
MINISTRY OF CHEMICAL INDUSTRY. CHIEF OF MINISTRY'S TECHNICAL
DEPARTMENT, N. G. NIKOL'SKIY, INDICATED THAT AMONGST
ATTENDEES WILL BE SOVIET SPECIALISTS FROM SEVERAL MAJOR PULP
AND PAPER PLANTS THROUGHOUT THE SOVIET UNION, SUCH AS
BRATSK, UST-IL'IM, AND SVETOGORSK. REPRESENTATIVES FROM
FTO EKSPORTLES AND STATE COMMITTEE FOR SCIENCE AND TECHNOLOGY
ALSO INVITED BY MINISTRY. IN SUM, WE ARE CONVINCED THAT
MINISTRY MAKING MAJOR EFFORT TO ATTRACT LARGE CROSS-SECTION
OF LEADING END-USERS IN THIS INDUSTRIAL AREA, AND SEMINAR
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AUDIENCE SHOULD PRESENT ITT RAYONIER WITH RARE OPPORTUNITY

TO ADVERTISE ITS CAPABILITIES -- BOTH IN SALES AND TECHNOLOGY --
TO SOVIET MARKET.

3. LATEST TELEX REPLY FROM ITT RAYONIER'S CAMPBELL (DATED
APRIL 2) STATES THAT FIRM "NO IN POSITION TO PRESENT PAPER
ON TECHNOLOGY AND EQUIPMENT FOR PRDUCTION DISSOLVING CELLULOSE."
(THIS WAS IN RESPONSE MINISTRY'S REQUEST FOR DISCUSSION OF ITT
TECHNOLOGY AND EQUIPMENT FOR PRODUCTION OF CHEMICAL CELLULOSE,
WHICH INTEREST HAD BEEN COMMUNICATED TO ITT RAYONIER OVER MONTH
AGO.) WE BELIEVE THAT ITT RAYONIER MAY MISUNDERSTAND SOVIET
REQUEST AND BE OVERLY DEFENSIVE ABOUT PRESENTATION ON ITS
TECHNOLOGY. SOVIETS WOULD NOT EXPECT EXPOSITION OF ITT RAYONIER
PROPRIETARY TECHNOLOGY, BUT RATHER OVERVIEW OF FIRM'S
CAPABILITIES IN THIS AREA. INASMUCH AS ORIGINAL TELEGRAM
(USDOC 16483) INDICATED ITT RAYONIER WISHED TO HOLD SEMINAR
ON "WOOD PULP TECHNOLOGY AND USES," WE FIND IT DIFFICULT TO
UNDERSTAND FIRM'S ATTITUDE TOWARD THIS SUBJECT AT THIS LATE
DATE.

4. COMMERCIAL OFFICE BELIEVES THAT PROBLEM MAY BE SEMANTIC
ONE AND WOULD APPRECIATE BEWT CALLING CAMPBELL AND EXPLAINING
THAT EVEN IF ITT RAYONIER NOT CURRENTLY INTERESTED IN LICENSING
AGREEMENT WITH SOVIET UNION, IT WOULD PROBABLY BE HELPFUL TO
COMPANY'S OVERALL POSITION IN SOVIET MARKET TO MEET MINISTRY'S
REQUEST AT LEAST HALF WAY. WE WOULD APPRECIATE BEWT INFORMING
US OF ITT RAYONIER REACTION.
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